



The Freightos Group

Making global trade frictionless

Q1 2023 Earnings Call

May 23, 2023 08:30 EDT

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Agenda

Prepared Remarks

- Q1 Overview
- Financial Results
- Q2 Guidance
- Freight Market Update
- Freightos Enterprise

Q&A



Zvi Schreiber
CEO



Ran Shalev
Chief Financial Officer



Ian Arroyo
Chief Commercial
Officer [Freightos.com](https://www.freightos.com)

Q1 2023 KPIs

	Q1 2023 Act	Q1 Guidance
# Transactions	229,211	218,500 - 225,000
GBV (\$m)	\$ 168.7	\$ 162.0 - \$ 165.3
Revenue (\$m)	\$ 4.8	\$ 4.7 - \$ 4.8
Adjusted EBITDA (\$m)	\$ (5.8)	\$ (6.1) - \$ (5.9)



See the full Q1 2023 Earnings press release for the reconciliation of IFRS to non-IFRS financial measures.

Freightos Enterprise



...Empowers our planners to book the freight that they need at the cost and delivery time which is aligned with their budget...giving us in Purchasing the consolidated data to influence future supplier decisions."

Daniel Cole
Logistics Purchasing Director



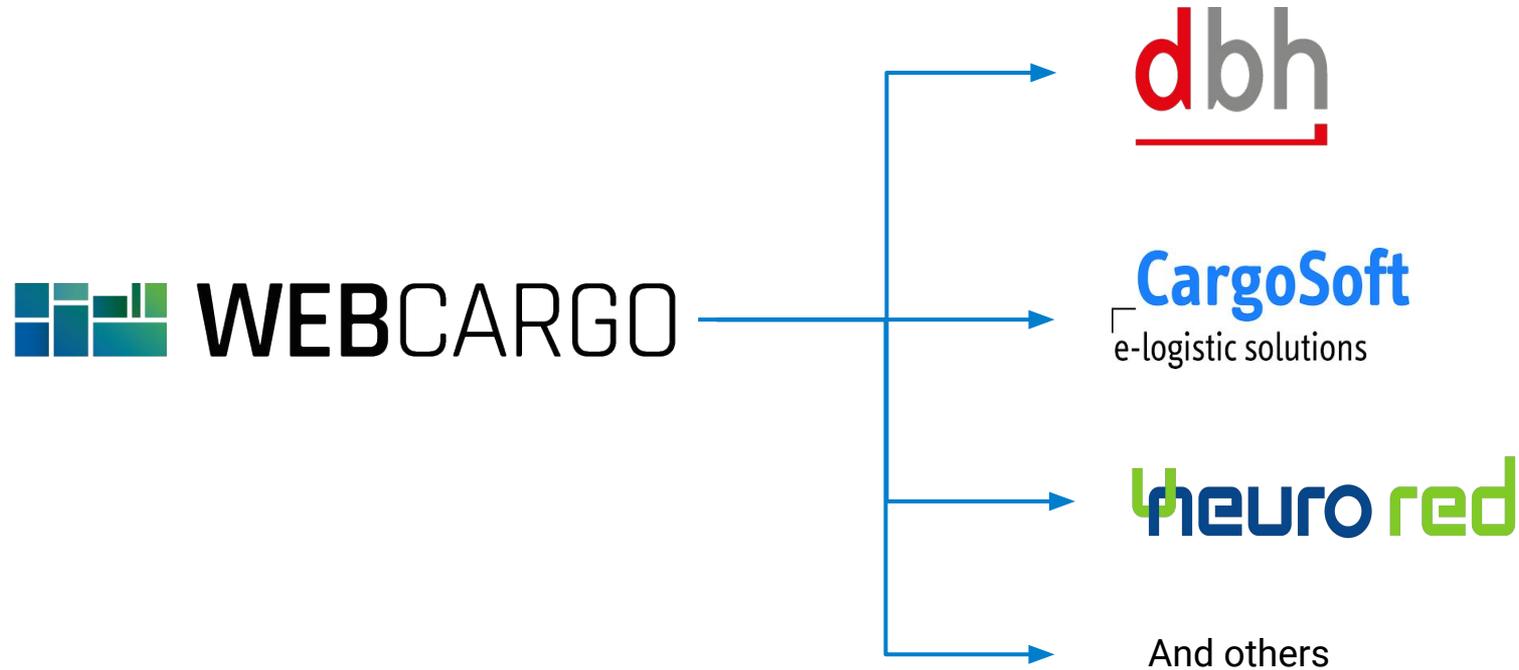
LONDON, UNITED KINGDOM → BANGKOK, THAILAND		Departure date	Goods type	Load	Total shipment	Estimated average CO2e
		Jan 08, 2023	General cargo	3 Pallets	1.44 CBM, 600 KG	283 kg
Matrix	Classic	Departure date Airline best price	Rate/kg	Total	€ Euro	Company Service Itinerary Aircraft Range
Showing the 42 lowest rates						
Displayed rates apply to main leg only and are All-in (including freight rate fuel and risk. Other surcharges may be included depending on the airline).						
	Mon 08 JAN	Tue 09 JAN	Wed 10 JAN	Thu 11 JAN	FRI 12 JAN	SAT 14 JAN
Cheapest per day	€1.92/kg	€1.98/kg	€2.47/kg	€2.50/kg	€1.98/kg	€3.42/kg
TAP	LHR → LIS → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	LHR → LIS → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	LGW → OPO → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	LHR → LIS → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	LHR → LIS → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	Loading the best results for you...
Qatar Airways	LHR → DOH → BKK 10:50 pm - 03:48 am +1 €1,152.00 12h 58m €1.92/kg	LHR → DOH → BKK 10:50 pm - 03:48 am +1 €1,212.00 12h 58m €2.02/kg	LHR → DOH → BKK 10:50 pm - 03:48 am +1 €1,482.00 12h 58m 20s €2.47/kg	LHR → DOH → BKK 10:50 pm - 03:48 am +1 €1,728.00 12h 58m €2.88/kg	Loading the best results for you...	LHR → DOH → BKK 10:50 pm - 03:48 am +1 €1,596.00 12h 58m €2.66/kg
Turkish Airlines	Loading the best results for you...	LGW → IST → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	LHR → IST → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	Loading the best results for you...	LHR → IST → BKK 6:00 pm - 07:20 am +1 €2,052.00 13h 20m €3.42/kg	No result found... Offline booking
KLM	LHR → DOH 6:00 pm - 07:20 am +1 €2,052.00 11h 20m €3.42/kg	LHR → AMS → BKK 6:00 pm - 07:20 am +1 €1,188.00 15h 43m €1.98/kg	LGW → AMS → BKK 6:00 pm - 07:20 am +1 €2,610.00 15h 43m €4.35/kg	Loading the best results for you...	LHR → AMS → BKK 6:00 pm - 07:20 am +1 €1,188.00 15h 43m €1.98/kg	LHR → AMS → BKK 6:00 pm - 07:20 am +1 €1,788.00 15h 43m €2.88/kg

Speed, simplicity, and seamless distribution have always been our value proposition at FedEx. We look forward to providing service to Electrolux through our relationship with Freightos and helping to keep them at the forefront of innovation and operational excellence.

Patrick Moebel
President and CEO



TMS Integrations



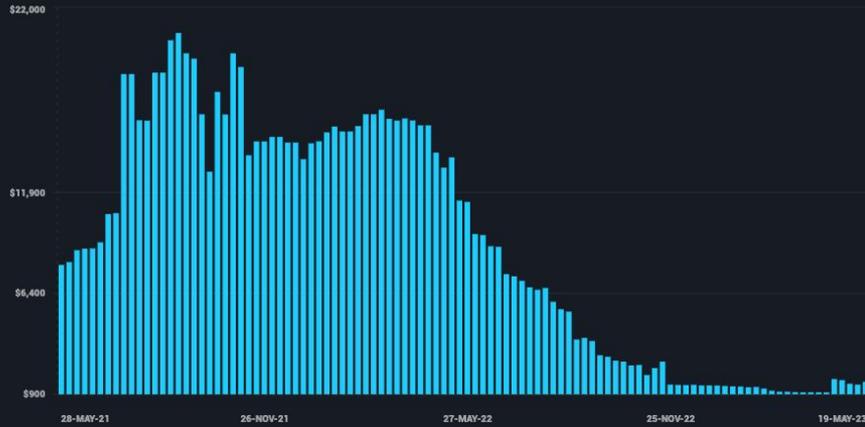
FBX01 CHINA/EAST ASIA TO NORTH AMERICA WEST COAST CUSTOMIZE

Charttype

Bar

3M 1Y 2Y 3Y All

From May 28, 2021 To May 22, 2023



CURRENT FBX

\$1,577.64 +11%

VOLATILITY

31.55% 73.05% 646.18%

TRANSIT TIME DATA - MIN/MAX



YEAR OVER YEAR PRICING TRENDS



FAX

FREIGHTOS AIR FREIGHT INDEX - GLOBAL

CUSTOMIZE



Weight Breaks

selected 1 item

3M 1Y 2Y All

From To



Q1 2023 Quarterly Results

Ran Shalev

CFO



Q2 2023 Guidance

Zvi Schreiber

CEO



Q2 2023 Guidance

	Management Expectations	
	Q2 2023	FY 2023 as of Q2
# Transactions	239,500 - 244,500	1,024,500 - 1,115,500
Year over Year Growth	109% - 113%	53% - 67%
GBV (\$m)	\$ 159.1 - \$ 162.4	\$ 694.5 - \$ 739.8
Year over Year Growth	26% - 29%	14% - 21%
Revenue (\$m)	\$ 5.0 - \$ 5.2	\$ 22.3 - \$ 23.6
Year over Year Growth	9% - 13%	15% - 22%
Adjusted EBITDA (\$m)	\$ (6.0) - \$ (5.7)	\$ (24.6) - \$ (21.2)



Frequency: Weekly Multiple Selection:

GLOBAL

FBX Global Container Freight Index **\$1,445**

PACIFIC

FBX01 China/East Asia - North America West Coast **\$1,540 +8%**

FBX02 North America West Coast - China/East Asia **\$597 -10%**

FBX03 China/East Asia - North America East Coast **\$2,321 -2%**

FBX04 North America East Coast - China/East Asia **\$629 -2%**

SUEZ

FBX11 China/East Asia - North Europe **\$1,384**

FBX12 North Europe - China/East Asia **\$299 -9%**



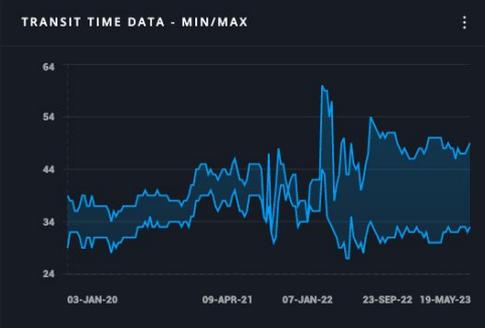
CURRENT FBX

\$1,417.66 +3%

VOLATILITY

32.86% **85.15%** 265.54%

MIN MAX



KEY EVENTS

FBX Congestion / Ocean

Low

In Ningbo(CN), berth waiting times of up to 2 days due to vessel bunching from mega ship arrivals.

2023-05-13 - hapag-loyd.com

FBX Market Changes / All modes

Medium

Foxconn expanding to India, an indication of growing shift away from China amid diversification.

2023-05-11 - theloadstar.com

FBX Capacity Trends / Ocean

Medium

MSC adjust its Asia - Europe/Med services by adding nine vessels but slowing sailing speed resulting in increase of 2-3 days in estimated transit times.

2023-05-11 - msc.com

FBX Capacity Trends / Ocean

Medium

Maersk adding two vessels to Asia - Europe network, but decreasing sailing speed resulting in estimated 2-3 day increase in transit times.

Asia - US Ocean Freight

FBX01 Southeast Asia - US West Coast and FBX03 Southeast Asia - US East Coast



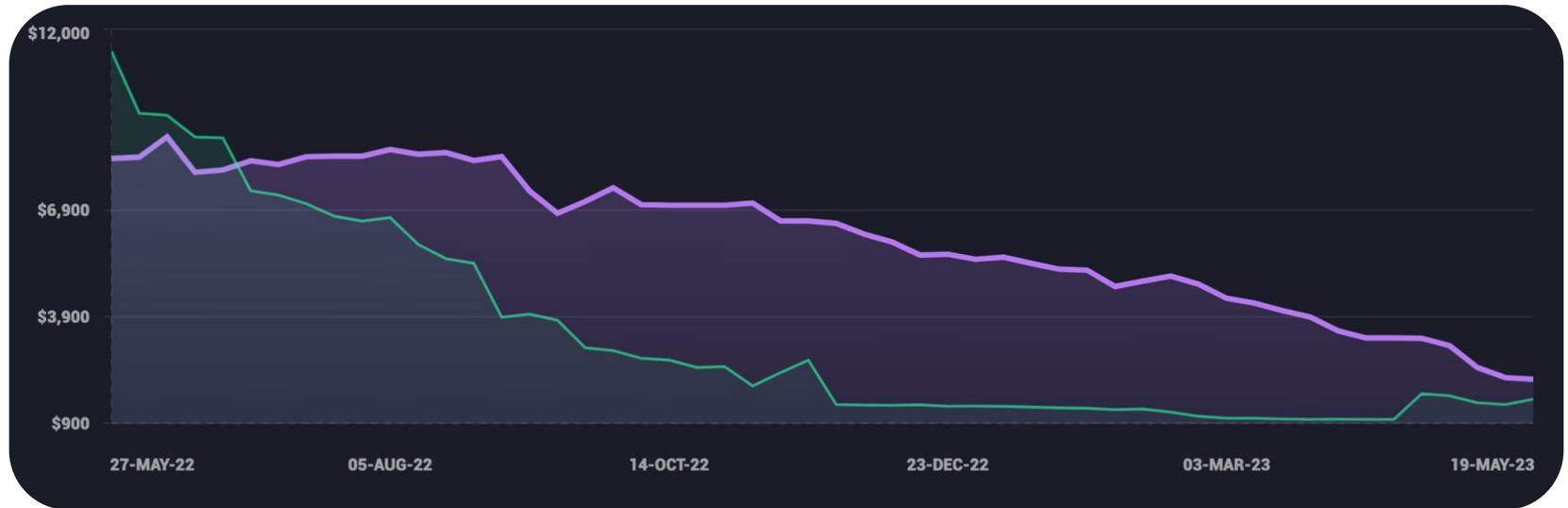
Asia - Northern Europe Ocean Freight

FBX11 China/East Asia to North Europe



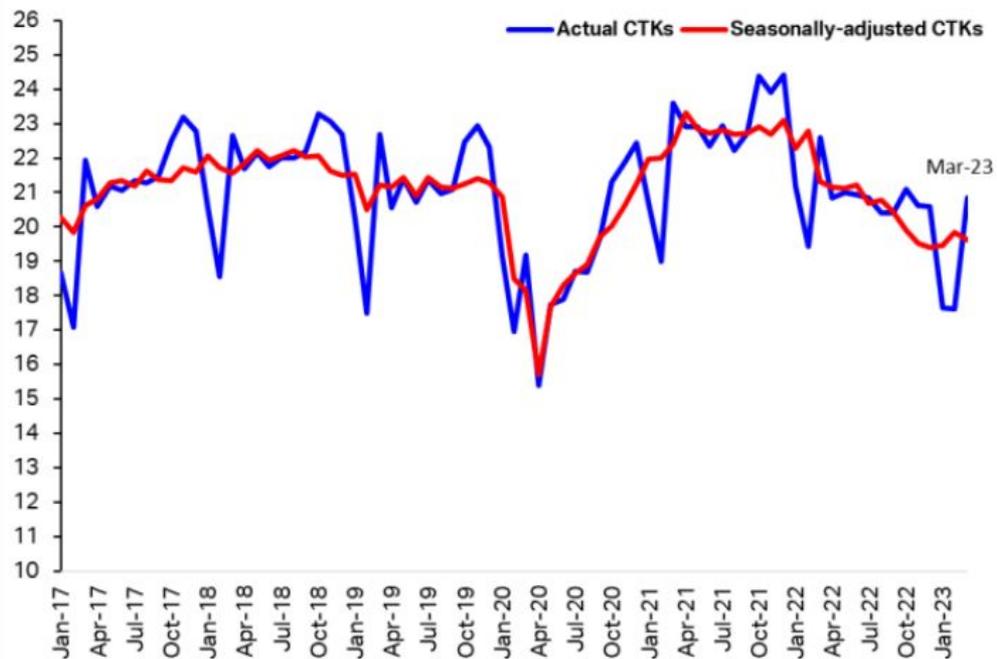
Transatlantic Ocean Freight

FBX22 North Europe - North America East Coast vs FBX 01 Southeast Asia - US West Coast

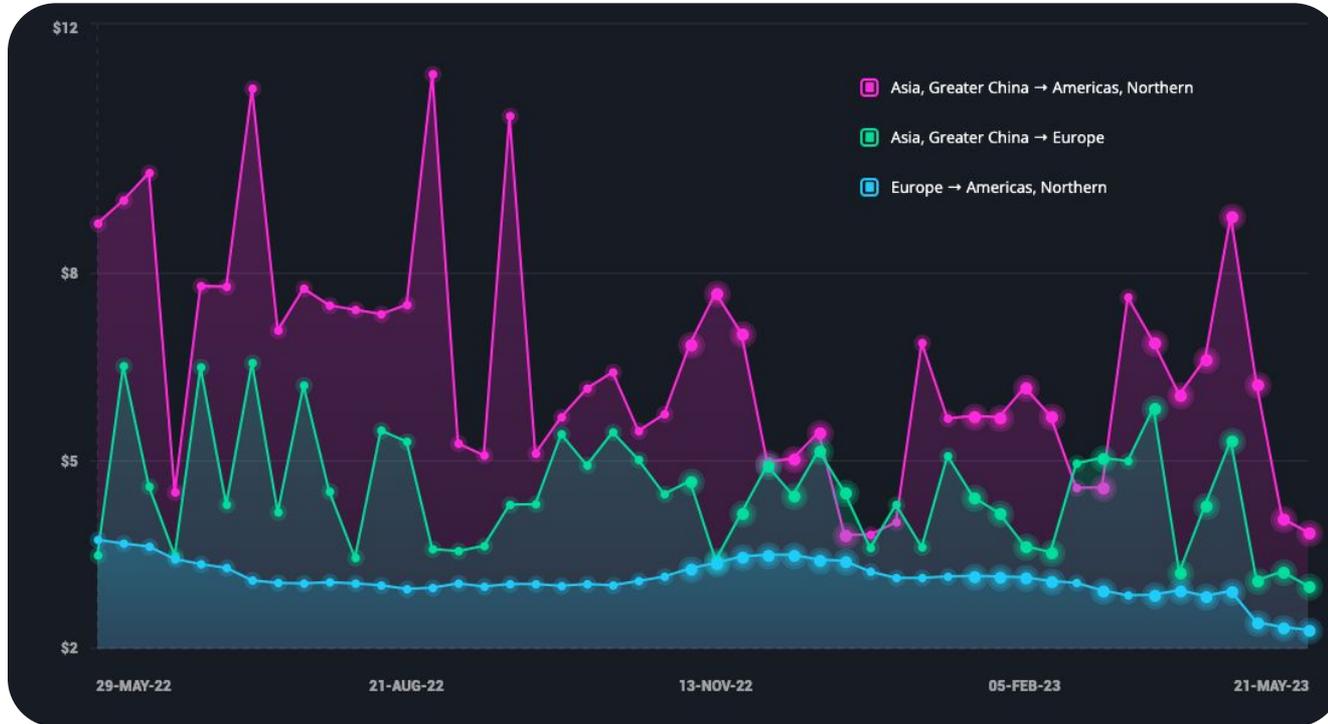


Air Cargo Demand Falling

Global Industry CTKs (billions per month)



Freightos Air Index





Questions

Learn more at
freightos.com/investors



 FREIGHTOS

RECONCILIATION OF IFRS OPERATING LOSS TO ADJUSTED EBITDA

(in thousands)	Three Month Ended	
	March 31,	
	2023	2022
	(unaudited)	
Operating loss	\$ (57,960)	\$ (4,182)
Add:		
Share-based compensation	582	358
Depreciation & Amortization	643	521
Share listing expense	46,717	-
Non-recurring expenses	499	-
Transaction-related costs	3,703	-
Adjusted EBITDA	\$ (5,816)	\$ (3,303)
Adjusted EBITDA margins	(121)%	(75)%